

INPUT®

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FAX TRANSMITTAL FORM

Date: 1/15/97  
To: Name: Peter Schnitz  
Tel./Location: 49 89 636 40695  
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Fax No: 49 89 636 44902  
From: Name: Joanne Ponnitz for Tom O'Leary  
Subject: professional services firms

Confidential ☒ / N  
Urgent ☒ / N  
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File: Chron  
Contact  
Other:

Attached are spreadsheets detailing  
50+ firms and their addresses.

Please call if you have questions.

Joanne  
Ponnitz



Financial IT Vendors Services Revenues

Company	Address	City, State, Zip	Phone	CEO/Pres.	Pub/Pri. (ticker)
Advanced Institutional Management Software, Inc. (AIMS)	485 Underhill Blvd.	Syosset, NY 11791-3413	516 496-7700	Morris Moliver	Public
Advent Software, Inc.	301 Brannan, 8th Fl.	San Francisco, CA 94107	415 543-7696	Stephanie DiMarco	Public
Allenbrook, Inc.	25 Pearl St.	Portland, ME 04101	207 772-5400	Charles Boodro	Private
ARKSYS	17500 Chenal Pkwy.	Little Rock, AR 72211	501 227-8471	Don Hatfield	Private
Automated Financial Systems, Inc.	123 Summit Dr.	Exton, PA 19341-	610 524-1032	John H. Shain	Private
Bottomline Technologies, Inc.	155 Fleet Street	Portsmouth, NH 03801-4050	603 436-0700	Dan McGurl	Private
Capital Management Sciences (sub. of Data Broadcasting Corp.)	11766 Wilshire Blvd., Ste. 300	Los Angeles, CA 90025	310 479-9715	James A. Kaplan	Parent co. - NASDAQ (DBCC)
CFI ProServices, Inc.	400 S.W. Sixth Ave., Ste. 200	Portland, OR 97204	503 274-7280	Matt Chapman	Public
Computron Software, Inc.	301 Rt. 17, N. 12th Fl.	Rutherford, NJ 07070	201 935-3400	Joseph Esposito	Public
Contour Software, Inc.	700 W. Hamilton Ave.	Campbell, CA 95008-0403	408 370-1700	Scott Cooley	Private
CSC Logic (unit of Computer Sciences Corp.)	9330 LBJ Frwy., Ste 500	Dallas, TX 75243-3495	214 238-1898	Charles Perket	Public
DAKCS	3017 Taylor Ave.	Ogden, UT 84403	801 394-5792	Kent Green	Private
Data Broadcasting Corp.	1900 S. Norfolk St., Ste 150	San Mateo, CA 94402-0979	415 571-1800	Alan J. Hirschfield & Allan R. Tessler	Public
Data Life Associates, Inc.	500 Bloomfield Ave.	Verona, NJ 07044	201 239-7500	Simon Jacob	Private
Equifax National Decision Systems (division of Equifax, Inc.)	5375 Miria Sorrento Place, Ste. 400	San Diego, CA 92121	800 866-6520/ 619 622-0800	W. Stephen Nye	Parent co. - NYSE (EFX)
FBS Software, Inc.	1150 Lake Hearn Dr., NE, Ste. 500	Atlanta, GA 30342	404 847-9988	Larry J. Towe	Parent co. - NYSE (EFX)
FDP Corp.	2140 S. Dixie Hwy.	Miami, FL 33133	305-858-8200	Michael C. Goldberg	Public - NASDAQ (FDPC)
Fields Financial Services, Inc.	PO Box 6500, 1716 Briarcrest Dr. Ste. 800	Bryan, TX 77805	409 260-9665	Mike M. Perrone, III	Private
Financial Technologies International, LP	770 Broadway	New York, NY 10003	212 344-7200 407 841-	Predrag Dizdarevic	Private
FIS, Inc.	401 S. Magnolia Ave.	Orlando, FL 32801-3392	1712ext.263	W. Harry Shuman	Private
FITECH Systems	706 Green Valley Rd., Ste.300	Greensboro, NC 27408	910 379-7066	Sandy Greer	Private
FootprintSoftware, Inc. (Subsidiary of IBM Corp.)	53 Yonge St., 4th Fl.	Toronto, ON, CD M5E 1J3	416 860-0477	Jay Cashmore	Private



## Financial IT Vendors Services Revenues

Company	Address	City, State, Zip	Phone	CEO/Pres.	Pub/Pri. (ticker)
Genelco Incorporated	1600 S. Brentwood Blvd.	St. Louis, MO 63144-1330	314 963-8114	E. Christopher Simonds, Jr.	Private
GENESYS	5 Branch St.	Methuen, MA 01844	508 685-5400 ext.3009	Lawrence J. Munini	Private
Global Software, Inc.	3200 Atlantic Ave.	Raleigh, NC 27604	919 872-7800	Ron Kupferman	Private
Greatland Corp.	PO Box 1157, 2480 Walker Avenue, NW	Grand Rapids, MI 49501-1157	616 791-1131	Robert Napieralski	Private
Harbinger Corp.	1055 Lenox Park Blvd.	Atlanta, GA 30319	404 467-3100	C. Tycho Howle	Public
HNC Software Inc.	5930 Cornerstone Ct, W	San Diego, CA 92121-3728	619-546-8877	Robert L. North	Public - HNCS
IA Corp.	1900 Powell St. Suite 600	Emeryville, CA 94608-1840	510-450-7000	Dr. C.V. Ravi	Private
Innovative Systems, Inc.	790 Holiday Drive	Pittsburgh, PA 15220-8127	412 937-9300	Robert J. Colonna	Private
INSTEC	377 E. Butterfield Rd. Ste. 800	Lombard, IL 60148-9240	630-434-9200	Donald Landgraf	Private
Insurance Data Processing, Inc.	One Washington Square	Wyncote, PA 19095	215 884-1947	Hank Guckes	Private
Intel Corp.	9210 Corporate Blvd.	Rockville, MD 20850	301 990-6363	Ken Adams	Parent co. - NASDAQ(SN DT)
Interactive Planning Systems	330 Research Court, Ste. 100	Norcross, GA 30092	770 409-0047	Jerry Weiner	Private
Interling Software Corp.	11255 Kirkland Way	Kirkland, WA 98033	206 827-1112	Jiri Nechleba	Public
Jack Henry & Associates, Inc.	PO Box 807, 663 Hwy.60	Monett, MO 65708	417 235-6652	Michael R. Wallace	Public
Keystone Computer Associates, Inc.	1055 Virginia Dr.	Ft. Washington, PA 19034	215 643-3800	L. E. Ellerson	Private
Medrisk, Inc.	3565 Piedmont Rd., Two Piedmont Center, Ste. 400	Atlanta, GA 30305-1502	404 364-6700	Mark A. Kaiser	Private
Merrin Financial Inc.	1740 Broadway, 10th Fl.	New York, NY 10019	212 708-2700	Seth Merrin	Private
MTI Financial Systems, Inc.	630 Third Ave., 15th Fl.	New York, NY 10017	212 983-5620	Peter Morris	Public - NASDAQ (MTCI)
Network Controls International, Inc.	9 Woodlawn Green	Charlotte, NC 28217-2202	704 527-4357	Per Olof Ezellius	Private
Network Data Processing Corp.	PO Box 74828, 200 Fifth Ave., SE	Cedar Rapids, IA 52407	319 398-1800	Howard F. Arner	Private
OMR Systems	101 Business Park Dr., Ste.220	Skillman, NJ 08558	609 497-2000	Jim Mersfelder	Private
Pay Sys. Int'l. Inc.	900 Winderley Place	Maitland, FL 32751-7214	407 660-0343	Stephen B. Grubb	Private
PC Quote, Inc.	300 S. Wacker Dr., Ste. 300	Chicago, IL 60606	312 913-2800	Louis J. Morgan	Public
PDA, Inc.	7701 College Blvd.	Overland Park, KS 66210	913 469-8700	Bruce Balke	Private



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Company	Address	City, State, Zip	Phone	CEO/Pres.	Pub/Pri. (ticker)
Peerless Systems, Inc.	1212 E. Arapaho Road	Richardson, TX 75081-2459	972 497-5500	Gary Austin	Private
Pegasystems, Inc.	101 Main St.	Cambridge, MA 02142	617 374-9600	Alan Trefler	Private
Premier Solutions Ltd.	333 Technology Dr.	Malvern, PA 19355	610 251-6500	Jay Mossman	Private
Princeton Financial Systems, Inc.	600 College Rd., E	Princeton, NJ 08540	609 987-2400	William M. Mayhall	Private
Programming Resources Co. (Div. of Equifax Insurance Info Services Group)	875 Asylum Ave.	Hartford, CT 06105-1990 Manchester, NH 03108-9516	860 728-1428	Steven R. Weber	Parent co. - NYSE (EFX)
RealWorld Corp.	PO Box 9516, 670 Commercial St.		603 641-0200	Murray P. Fish	Private
Rolfe & Nolan	120 S. Riverside Plaza, Ste. 1430	Chicago, IL 60606	312 559-0250	Steve Victore	Public
Securities Industry Software (Div. of ADP Brokerage Inf. Svcs. Group)	4725 Independence Street	Wheat Ridge, CO 80033		Robert Casale	Public
Simpact, Inc.	9210 Sky Park Court	San Diego, CA 92123	619 565-1865	Franz X. Birkner	Private
Software Dynamics, Inc.	9400 Topanga Canyon Blvd.	Chatsworth, CA 91311	818 773-0330	Tom Shen	Private
Solomon Software	200 E. Hardin St., PO Box 414	Findlay, OH 45839-0414	419 424-0422	Brian Clark	Private
Southern Data Systems	545 Colonial Park Dr.	Roswell, GA 30075	770 642-9004	Jom Bellen	Private
Strategic Data Systems, Inc.	615 Pennsylvania Ave.	Sheboygan, WI 53081	414 459-7999	Stuart Warrington	Private
Summit Computer Services, Inc.	7520 E. Independence Blvd.	Charlotte, NC 28227	704 568-8095	John Martin	Private
SunGard Insurance Systems	3131 S. Vaughn Way, Ste. 650	Aurora, CO 80014	303 369-9700	Robert Stokes	Parent co. - NASDAQ
SunGard Shareholder Systems, Inc. (sub. of SunGard Data Systems, Inc.)	951 Mariners Island Blvd.	San Mateo, CA 94404-1571	415-377-3700	Philip L. Dowd	Public
Telescan, Inc.	5959 Corporate Dr., Ste 2000	Houston, TX 77036	713 588-9700	David L. Brown	Public
The Leverage Group, Inc.	68 National Dr.	Glastonbury, CT 06033	860-659-3334	Frank E. Jersey	Private
Thomson Investment Software (Div. of Thomson Financial Services)	22 Pittsburgh St.	Boston, MA 02210	617 345-2700	Gail C. Schulman	Public
Wausau Financial Systems, Inc.	9 Indianhead Dr.	Mosinee, WI 54455	715 359-0427	Robert Weirauch	Private
Wilco Systems, Inc.	17 State St., 22nd Fl.	New York, NY 10004	212 269-3970	Terry Williams	Private
Xyquad, Inc.	2921 S. Brentwood Blvd.	St. Louis, MO 63144	314 961-5995	James Tuxbury	Private





## Financial IT Vendors Services Revenues

Company	Retail Banking		Comm. Banking		Insurance		Other Financial		Total Financial		Total Banking-Finance	Total IS Revenue
	SW	Svcs	SW	Svcs	SW	Svcs	SW	Svcs	SW	Svcs	SW & Svcs	
Data Broadcasting Corp.									66.8		66.8	74.2
Wausau Financial Systems, Inc.	23.0	5.8	15.4	3.8					38.4	9.6	48.0	48.0
Jack Henry & Associates, Inc.	18.1	22.6							18.1	22.6	40.7	40.7
Thomson Investment Software (Div. of Thomson Financial Services)							30.0	10.0	30.0	10.0	40.0	40.0
Genelco Incorporated					18.0	18.0	2.0	2.0	20.0	2.0	40.0	40.0
Premier Solutions Ltd.			12.0	28.0					12.0	28.0	40.0	40.0
Computron Software, Inc.							25.0	13.9	25.0	13.9	38.9	55.5
CFI ProServices, Inc.	23.0		98.0							32.8	32.8	32.8
Wilco Systems, Inc.			7.5	2.5			15.0	5.0	22.5	7.5	30.0	30.0
Securities Industry Software (Div. of ADP Brokerage Inf. Svcs. Group)							22.5	7.5	22.5	7.5	30.0	30.0
Pay Sys. Int'l. Inc.	4.0	9.0					4.0	9.0	8.0	18.0	26.0	26.0
Advent Software, Inc.			11.4	13.1			0.6	0.7	12.0	13.8	25.8	25.8
FBS Software, Inc.	4.5	17.8	0.0	0.0	0.0	0.0		0.7	4.5	18.5	23.0	23.0
MTI Financial Systems, Inc.			14.6	7.9					14.6	7.9	22.5	25.0
GSC Logic (Unit of Computer Sciences Corp.)					2.0	4.0	6.6	9.9	8.6	13.9	22.5	22.5
Strategic Data Systems, Inc.					12.5	7.5	5.0		17.5	5.0	22.5	25.0
FDP Corp.	0.4	0.1	0.4	0.1	14.2	4.7	0.8	0.3	15.8	5.2	21.0	21.0
Princeton Financial Systems, Inc.			1.0		16.0		3.0		20.0		20.0	20.0
Programming Resources Co. (Div. of Equifax Insurance Info Services Group)					20.0				20.0		20.0	20.0
FIS, Inc.	19.0						1.0		20.0		20.0	20.0



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	SW	Svcs	SW	Svcs	SW	Svcs	SW	Svcs	SW	Svcs	SW & Svcs	
Solomon Software							12.0	8.0	12.0	8.0	20.0	20.0
OMR Systems			14.0	6.0					14.0	6.0	20.0	20.0
IA Corp.	2.7	1.1	6.7	2.8	0.7	0.3	3.3	1.4	13.4	5.6	19.0	20.0
HNC Software Inc.	9.5	1.1	3.2	0.3		3.5			12.7	4.9	17.6	25.2
Financial Technologies International, LP			2.9	1.9			6.7	4.5	9.6	6.4	16.0	16.0
Greatland Corp.	1.0	6.0	1.0	7.0							15.0	15.0*
Network Controls International, Inc.	9.0	6.0							9.0	6.0	15.0	15.0
Capital Management Sciences (sub. of Data Broadcasting Corp.)			1.5				13.5		15.0		15.0	15.0
Bottomline Technologies, Inc.	10.0	5.0							10.0	5.0	15.0	15.0
Peerless Systems, Inc.	7.4	5.8							7.4	5.8	13.2	20.0
Interling Software Corp.	4.4	2.2	4.3	2.1					8.7	4.3	13.0	13.0
ARKSYS	11.1	0.6					0.6	30.0			12.3	13.0
SunGard Insurance Systems					6.0	6.0			6.0	6.0	12.0	12.0
Equifax National Decision Systems (division of Equifax, Inc.)		7.0				4.0		1.0		12.0	12.0	42.0
Network Data Processing Corp.					1.8	10.2			1.8	10.2	12.0	12.0
Software Dynamics, Inc.	6.0	6.0							6.0	6.0	12.0	12.0
Telescan, Inc.							10.1	1.1	10.1	1.1	11.2	14.0
Interactive Planning Systems							7.7	3.3	7.7	3.3	11.0	11.0
Xyquad, Inc.	7.8	2.3									10.1	11.9
FITECH Systems	8.0	2.0							8.0	2.0	10.0	10.0
Automated Financial Systems, Inc.			5.0	5.0					5.0	5.0	10.0	10.0
PDA, Inc.					4.0			6.0	4.0	6.0	10.0	10.0
Fields Financial Services, Inc.	1.4	1.0	1.4	0.9	1.4	0.9	1.4	0.9	5.6	3.7	9.3	9.8



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Company	Retail Banking		Comm. Banking		Insurance		Other Financial		Total Financial		Total Banking-Finance	Total IS Revenue
	SW	Svcs	SW	Svcs	SW	Svcs	SW	Svcs	SW	Svcs	SW & Svcs	
FootprintSoftware, Inc. (Subsidiary of IBM Corp.)	2.0	2.1	2.0	2.0	0.4	0.5			4.4	4.6	9.0	11.1
Keystone Computer Associates, Inc.	2.3	2.3	2.3	2.3					4.5	4.5	9.0	9.0
Allenbrook, Inc.					8.1	0.9			8.1	0.9	9.0	9.0
Innovative Systems, Inc.	2.2	1.0	2.2	0.9	0.9	0.4	0.6	0.2	5.9	2.5	8.4	12.9
Southern Data Systems	7.7								7.7		7.7	7.7
Merrin Financial Inc.							7.5		7.5		7.5	7.5
The Leverage Group, Inc.					3.0	4.5			3.0	4.5	7.5	7.5
Insurance Data Processing, Inc.					4.5	3.0			4.5	3.0	7.5	7.5
Simpact, Inc.	6.0	1.5							6.0	1.5	7.5	10.0
Data Life Associates, Inc.						7.0				7.0	7.0	7.0
DAKCS							2.8	4.2	2.8	4.2	7.0	7.0
Rolfe & Nolan			18.0	6.0					18.0		6.0	24.0
SunGard Shareholder Systems, Inc. (sub. of SunGard Data Systems, Inc.)			14.0	6.0					14.0		6.0	20.0
INSTEC					5.4	0.6			5.4	0.6	6.0	6.0
Harbinger Corp.	0.8	1.8	0.8	1.8					1.6	3.6	5.3	24.0
Intelus Corp.	1.1	0.5	1.0	0.4			1.4	0.6	3.5	1.5	5.0	12.5
Global Software, Inc.					2.5	2.5			2.5	2.5	5.0	25.0
Contour Software, Inc.	2.8	1.2	0.7	0.3							5.0	5.0
GENESYS	1.1	0.3	1.1	0.3	0.8	0.2			3.0	0.8	3.8	19.0
Pegasystems, Inc.	1.0	0.5	0.5	0.3			0.5	0.3	2.0	1.0	3.0	3.0
Medirisk, Inc.				0.4		2.2				2.6	2.6	17.5
Summit Computer Services, Inc.	1.0		1.0						2.0		2.0	2.0
PC Quote, Inc.								1.7		1.7	1.7	17.0
RealWorld Corp.	0.8	0.1	0.8	0.1					1.5	0.2	1.7	8.5
Advanced Institutional Management Software, Inc. (AIMS)	0.9	0.1							0.9	0.1	1.0	10.0

